

This meeting will be virtual. For additional information and to learn how you can participate:

Please go to

<http://www.foothillsgateway.org/event> and click on "Board of Director's Meeting" on April 15<sup>th</sup>.



# Foothills Gateway, Inc.

Empowering Every Ability

*We believe in a life of opportunity, of choice, and of dignity for every individual, regardless of age or ability.*

*The Mission of Foothills Gateway, Inc. is to advocate for and empower individuals to lead lives of their choice.*

## Board of Director's Meeting Agenda

April 15, 2025

7:00 pm

MEETING CALLED TO ORDER 10 min.

**Public Comment** - The Board allocates 10 minutes at the beginning of each board meeting for "Public Comment". Each speaker, at the Chair's discretion, may speak for up to five minutes.

**Potential Board Members** – Should any potential Board members be in attendance; the Board allocates this time for introductions.

### PRESENTATIONS

HCBS-DD Case Management - Marla Maxey 15 min.

### CONSENT AGENDA 2 min.

Approval of Board Meeting Minutes – March 3, 2025

Approval of Annual Meeting Minutes – March 3, 2025

### FINANCIAL REPORT 10 min.

Approval of Financial Report

### OLD BUSINESS 15 min.

CMA Stabilization Update

Slate of Officers

### NEW BUSINESS 15 min.

Long Bill Update

### OFFICER UPDATES 15 min.

### COMMITTEE REPORTS 20 min.

Executive Committee

Fiscal and Property Committee

Legislative Affairs Committee

EXECUTIVE SESSION (*CRS 25.5-10-209-2, b, IV (C)*) – *Matters required to be kept confidential by federal or state law or rules and based on Foothills Gateway's Bylaws.*

ADJOURNMENT

FOOTHILLS GATEWAY, INC.

UNAUDITED

Preliminary Financial Reports

for the 9 months ending March 31, 2025

MONTHLY FINANCIAL HIGHLIGHTS

- \* Revenues are 10.5% over YTD Budget
- \* Expenses are 2.7% over YTD Budget
- \* Net Loss is \$966,816 less than YTD Budget

<u>Financial Status</u>	at June 30, 2024	at March 31, 2025	Change
Total Assets	\$14,901,392	\$14,467,322	(\$434,070)
Total Liabilities	\$1,596,429	\$1,871,637	\$275,208
Net Assets (Fund Balances)	\$13,304,963	\$12,595,685	(\$709,278)
Undesignated Net Assets	\$4,399,366	\$1,774,399	(\$2,624,967)
Designated Net Assets	\$8,905,598	\$10,821,287	\$1,915,689

<u>Current Year Financial Performance</u>	at 9 months / 75% of annual revenue and expense				
	Actual Year to Date	YTD Budget	% Actual to YTD Budget	Annual Budget	% Actual to Annual Budget
<b>Revenues</b>					
El State, Part C & Trust Fund	\$2,941,240	\$2,823,788	104.2%	\$3,811,733	77.2%
State General Funds	2,292,786	2,015,229	113.8%	2,742,279	83.6%
Medicaid Funds	5,528,350	4,829,277	114.5%	6,439,245	85.9%
Public Support	187,469	184,975	101.3%	228,900	81.9%
Larimer County Mill Levy	2,992,911	2,944,078	101.7%	6,197,731	48.3%
Other	467,015	247,617	188.6%	579,456	80.6%
<b>Total Revenue</b>	<b>\$14,409,771</b>	<b>\$13,044,964</b>	<b>110.5%</b>	<b>\$19,999,344</b>	<b>72.1%</b>
<b>Expenses</b>					
Salaries, Taxes & Benefits - Staff	\$10,094,657	\$9,729,292	103.8%	\$13,036,885	77.4%
Supplies, Equipment & Building Expense	796,874	747,320	106.6%	1,015,497	78.5%
Vehicle Expense	159,144	160,454	99.2%	211,678	75.2%
Program Related Expense	3,129,922	3,026,111	103.4%	4,070,590	76.9%
Purchase of Service	582,773	465,346	125.2%	620,546	93.9%
Other	355,679	592,535	60.0%	1,046,979	34.0%
<b>Total Expenses</b>	<b>15,119,049.37</b>	<b>\$14,721,058</b>	<b>102.7%</b>	<b>\$20,002,175</b>	<b>75.6%</b>
<b>Revenue Over (Under) Expense</b>	<b>(\$709,278)</b>	<b>(\$1,676,094)</b>	<b>42.3%</b>	<b>(\$2,831)</b>	<b>25054.0%</b>

**Foothills Gateway**  
**Statement of Financial Condition**  
Monday, March 31, 2025  
Unaudited

**ASSETS**

Current Assets	
Cash	\$1,755,966.19
Investments - Money Mkt	1,138,168.08
Investments - Short Term	3,838,948.76
Sub Total Cash & Equivalents	<u>6,733,083.03</u>
Receivables	
Fees and grants from governmental agencies	3,083,287.22
Notes Receivable	
Other	99,272.76
Sub Total Receivables	<u>3,182,559.98</u>
Inventory	
Prepaid expense and other	120,989.41
Total Current Assets	<u>10,036,632.42</u>
Other Investments	3,648,701.85
Land, Building & Equipment, net	<u>781,987.82</u>
<b>Total Assets</b>	<b><u><u>14,467,322.09</u></u></b>

**LIABILITIES AND NET ASSETS**

Current Liabilities	
Accounts Payable and Accrued Expense	1,859,745.16
Current portion of Long-Term Debt	4,368.29
Total Current Liabilities	<u>1,864,113.45</u>
Long Term Debt	
Long Term State Deferred Revenue	
Leases Payable	7,523.27
Total Long Term Debt	<u>7,523.27</u>
<b>Total Liabilities</b>	<b><u><u>1,871,636.72</u></u></b>

**NET ASSETS (FUND BALANCES)**

Unrestricted Funds	
Designated Memorial Funds	122,034.08
Designated Capital Repair & Replacement	595,248.09
Designated Non-IDD Reserves	2,232,839.08
Designated CFCM Project	1,975,555.00
Designated 3 Mths Bdgt Exp	5,000,544.00
Net Investment in Land, Bldg & Equipment	781,987.82
Undesignated	1,801,265.64
Total Unrestricted Funds	<u>12,509,473.71</u>
Temporarily Restricted Funds	<u>86,211.66</u>
<b>Total Net Assets (Fund Balances)</b>	<b><u><u>12,595,685.37</u></u></b>
<b>Total Liabilities and Fund Balances</b>	<b><u><u>14,467,322.09</u></u></b>

**Foothills Gateway, Inc.**  
**Fund Detail**  
**March 31, 2025**

**BOARD DESIGNATED:**

Cash in Bank	123,020.34
Due (To) / From General Fund	(986.22)
	<u>122,034.12</u>

**FUND BALANCES:**

Memorial Fund	122,034.12
<b><i>Total</i></b>	<u><u>122,034.12</u></u>

**Foothills Gateway, Inc.**  
**Fund Detail**  
**March 31, 2025**

**DONOR DESIGNATED:**

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Cash in Bank		120,309.88
Accounts Payable		<u>(34,098.22)</u>
<b>Total</b>		<u><u>86,211.66</u></u>

**FUND BALANCES:**

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Miscellaneous Restricted Donations		86,211.66
Colorado Gives Day - Children & Family	-	
Colorado Gives Day - Infant Support Team	150.00	
Game Show Paddle Raise - Child/Fam Needs IDD	3,570.18	
Game Show Paddle Raise - Adult Needs ID	15,047.24	
FSS - Unbillable Services	14,831.80	
Game Show Paddle Raise - Child/Fam Needs General	7,850.00	
Game Show Paddle Raise - Adult Needs General	3,812.52	
FSS - Prior years fundraisers	29,346.31	
<b>Total</b>		<u><u>86,211.66</u></u>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
**For the Nine Months Ending Monday, March 31, 2025**

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget	
<b>REVENUES</b>						
<b>State General Fund</b>						
4010...	Infant/Toddler	208,717	1,905,607	2,038,315	(132,708)	93.5%
4061	Service Coord - EI	69,755	670,240	919,748	(249,508)	72.9%
4073...	Management Fees - EI	19,361	193,739	233,001	(39,262)	83.1%
4040	SGF - SLS	59,774	519,675	600,000	(80,325)	86.6%
4041	SGF - OBRA	11,163	72,534	26,400	46,134	274.7%
4068	Case Mgmt - St SLS/ OBRA	5,042	58,523	82,200	(23,677)	71.2%
4075	Management Fees - St SLS/ OBRA	995	7,963	11,700	(3,737)	68.1%
4050	Family Support Services-Direct	64,179	754,373	1,109,000	(354,627)	68.0%
4064	Case Mgmt - FSSP	25,763	242,880	332,894	(90,014)	73.0%
4074	Management Fees - FSSP	557	4,453	6,552	(2,099)	68.0%
4060	Case Mgmt - SGF	42,986	457,848	500,055	(42,207)	91.6%
4070	Management Fees - Waivers	477	46,733	8,040	38,693	581.3%
4065	Case Mgmt - SIS	3,035	14,462	13,200	1,262	109.6%
4067	IDD Determination / Delay	5,401	48,285	34,200	14,085	141.2%
4063	Special Purpose Funds	2,863	65,059	18,038	47,021	360.7%
	<b>Total State General Fund</b>	<b>520,067</b>	<b>5,062,372</b>	<b>5,933,343</b>	<b>870,971</b>	<b>85.3%</b>
<b>Part C and Trust Fund</b>						
4090...	Part C - Direct Services			314,045	(314,045)	0.0%
4092	Part C - Private Ins Trust Fund	11,329	116,753	120,000	(3,247)	97.3%
4093	Part C - Private Ins Broker Fee	1,926	19,848	35,004	(15,156)	56.7%
4096	Part C - Service Coord			85,927	(85,927)	0.0%
4097	Part C - Private Ins Serv Coord	3,822	35,053	45,000	(9,947)	77.9%
4098	Part C - Management Fees			20,693	(20,693)	0.0%
	<b>Total Part C and Trust Fund</b>	<b>17,077</b>	<b>171,654</b>	<b>620,669</b>	<b>(449,015)</b>	<b>27.7%</b>
<b>Medicaid Waiver</b>						
4110	CES Program OHCDs	3,584	75,118	82,800	(7,682)	90.7%
4112...	CHCBS/Day Services	448	(1,502)		(1,502)	0.0%
4130	DD Waiver OHCDs	4,173	95,146	85,500	9,646	111.3%
4140	Supported Living Svcs OHCDs	4,527	51,901	54,576	(2,675)	95.1%
4180	Transportation OHCDs			20,000	(20,000)	0.0%
4161	Service Coord TCM - EI	32,947	285,486	420,528	(135,042)	67.9%
4162	Case Mgmt TCM PMPM	609,350	3,806,206	4,415,751	(609,545)	86.2%
4163	Case Mgmt TCM Monitoring	122,063	677,331	804,595	(127,264)	84.2%
4160	Case Mgmt Fed Funds	42,986	457,848	500,055	(42,207)	91.6%
4170	Case Mgmt Reporting Fed Funds	477	20,853	8,040	12,813	259.4%
4166	SIS Fed Funds	3,035	14,462	13,200	1,262	109.6%
4167	IDD Determination/Delay - Fed Funds	825	10,175	34,200	(24,025)	29.8%
4175	Special Purpose Funds	0	35,325		35,325	0.0%
	<b>Total Medicaid Waiver</b>	<b>824,415</b>	<b>5,528,350</b>	<b>6,439,245</b>	<b>(910,895)</b>	<b>85.9%</b>
<b>Other Service Related Revenue</b>						
4245	Private Pay Revenue	1,795	18,219	30,528	(12,309)	59.7%
	<b>Total Other Service Related Revenue</b>	<b>1,795</b>	<b>18,219</b>	<b>30,528</b>	<b>(12,309)</b>	<b>59.7%</b>
<b>Other Gov't Fees &amp; Grants</b>						
4320	Larimer County Mill Levy	410,329	2,992,911	6,197,731	(3,204,820)	48.3%
4350	Colo Division of Housing	3,459	31,629	46,872	(15,243)	67.5%
4351	CDHS - Home Care Allowance	221	6,629	2,652	3,977	250.0%
4355	DVR - Other			12,000	(12,000)	0.0%
4360	Division of Vocational Rehabilitation - DD	3,959	44,507	45,000	(493)	98.9%
	<b>Total Other Gov't Fees &amp; Grants</b>	<b>417,967</b>	<b>3,075,676</b>	<b>6,304,255</b>	<b>(3,228,579)</b>	<b>48.8%</b>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
**For the Nine Months Ending Monday, March 31, 2025**

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
<b>Public Support</b>					
4530 Donor Restricted Contributions	4,445	46,103	59,000	(12,897)	78.1%
4560 Donations - Unrestricted	680	140,134	156,000	(15,866)	89.8%
4580 In Kind Revenue	122	1,232	13,900	(12,668)	8.9%
<b>Total Public Support</b>	<b>5,247</b>	<b>187,469</b>	<b>228,900</b>	<b>41,431</b>	<b>81.9%</b>
<b>Other Income</b>					
4810 Rent Income	4,859	33,285	40,404	(7,119)	82.4%
4820 Grant Income	1,000	23,500	28,600	(5,100)	82.2%
4850 Interest Income	12,505	112,660	49,000	63,660	229.9%
4855 Change in Market Value	(111,319)	130,148		130,148	0.0%
4870 Dividend Income	7,000	61,682	60,000	1,682	102.8%
4880 Miscellaneous Income	1,000	9,627	264,400	(254,773)	3.6%
4896 Gain/(Loss) on Sale of Assets	0	(4,872)		(4,872)	0.0%
<b>Total Other Income</b>	<b>(84,955)</b>	<b>366,030</b>	<b>442,404</b>	<b>(76,374)</b>	<b>82.7%</b>
<b>TOTAL REVENUE</b>	<b>1,701,615</b>	<b>14,409,771</b>	<b>19,999,344</b>	<b>(5,589,573)</b>	<b>72.1%</b>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
**For the Nine Months Ending Monday, March 31, 2025**

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
<b>EXPENSES</b>					
<b>Salaries &amp; Wages</b>					
5010	867,689	7,777,594	10,044,092	2,266,498	77.4%
5011	24,508	209,577	313,584	104,007	66.8%
5012	1,832	39,522	13,747	(25,775)	287.5%
5509	18,051	75,150	22,176	(52,974)	338.9%
5015	2,094	16,582		(16,582)	0.0%
5016	28	28		(28)	0.0%
	<b>914,201</b>	<b>8,118,453</b>	<b>10,393,599</b>	<b>2,275,146</b>	<b>78.1%</b>
<b>Contract Wages</b>					
5105	0	39,317	10,000	(29,317)	393.2%
5110	2,910	20,942	61,152	40,210	34.2%
5120	5,818	52,272	72,785	20,513	71.8%
	<b>8,728</b>	<b>112,531</b>	<b>143,937</b>	<b>31,406</b>	<b>78.2%</b>
<b>Staff Payroll Taxes</b>					
5310	65,993	592,579	789,316	196,737	75.1%
5315	4,192	24,114	43,042	18,928	56.0%
	<b>70,186</b>	<b>616,693</b>	<b>832,358</b>	<b>215,665</b>	<b>74.1%</b>
<b>Staff Benefits</b>					
5500	0	14,564	8,000	(6,564)	182.1%
5510	101,352	909,594	1,046,346	136,752	86.9%
5512	7,744	63,777	95,348	31,571	66.9%
5513	3,873	34,771	46,761	11,990	74.4%
5515	4,365	38,217	47,300	9,083	80.8%
5520	5,088	44,655	105,994	61,339	42.1%
5530	764	6,650	9,814	3,164	67.8%
5540	4,205	247,283	451,365	204,082	54.8%
	<b>127,392</b>	<b>1,359,511</b>	<b>1,810,928</b>	<b>451,417</b>	<b>75.1%</b>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
**For the Nine Months Ending Monday, March 31, 2025**

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
<b>Supplies</b>					
5700	3,105	20,732	28,171	7,439	73.6%
5720	837	6,222	15,000	8,778	41.5%
5725	161	1,191	2,455	1,264	48.5%
5730	463	6,111	7,800	1,689	78.3%
5740	538	5,423	6,534	1,111	83.0%
5750	1,011	12,108	17,959	5,851	67.4%
	<b>6,114</b>	<b>51,787</b>	<b>77,919</b>	<b>26,132</b>	<b>66.5%</b>
<b>Occupancy</b>					
5900	2,149	18,137	22,862	4,725	79.3%
5903	9,771	86,333	118,141	31,808	73.1%
5910	8,466	76,190	118,206	42,016	64.5%
5920	3,856	66,923	68,070	1,147	98.3%
5925	1,902	76,782	54,065	(22,717)	142.0%
5930	0	2,238	800	(1,438)	279.7%
5940	9,542	117,614	167,085	49,471	70.4%
5950	2,179	18,258	27,090	8,832	67.4%
5960	9,948	92,394	130,750	38,356	70.7%
5965	1,914	19,354	18,456	(898)	104.9%
5971	0	3,725	3,275	(450)	113.7%
	<b>49,726</b>	<b>577,947</b>	<b>728,800</b>	<b>150,853</b>	<b>79.3%</b>
<b>Equipment</b>					
6100	0	1,258	3,450	2,192	36.5%
6110	895	35,793	35,110	(683)	101.9%
6125	1,208	17,558	26,281	8,723	66.8%
	<b>2,103</b>	<b>54,609</b>	<b>64,841</b>	<b>10,232</b>	<b>84.2%</b>
<b>Professional Growth</b>					
6300	0	3,620	5,544	1,924	65.3%
6310	172	6,068	10,810	4,742	56.1%
6320	969	16,417	22,724	6,307	72.2%
6330	193	19,675	27,850	8,175	70.6%
6340	949	24,821	44,639	19,818	55.6%
6341	870	3,958	6,150	2,192	64.4%
6342	0	4,475	8,474	3,999	52.8%
6350	2,229	3,488	7,500	4,012	46.5%
	<b>5,383</b>	<b>82,521</b>	<b>133,691</b>	<b>51,170</b>	<b>61.7%</b>
<b>Vehicle Expense</b>					
6410	5,555	44,469	51,780	7,311	85.9%
6420	489	19,385	32,220	12,835	60.2%
6430	1,254	24,002	30,470	6,468	78.8%
6450	4,370	41,687	56,004	14,317	74.4%
6460	294	2,267	2,882	615	78.7%
6465	2,552	27,334	38,322	10,988	71.3%
	<b>14,514</b>	<b>159,144</b>	<b>211,678</b>	<b>52,534</b>	<b>75.2%</b>

**Foothills Gateway**  
**Statement of Revenue and Expense**  
Preliminary - UNAUDITED  
Consolidated  
**For the Nine Months Ending Monday, March 31, 2025**

	Current Month Balance	Year to Date Balance	Budget FY23-24	Variance YTD Budget	Percent YTD Budget
<b>Other Expense</b>					
6605 Board Expense	573	573	1,450	877	39.5%
6610 Public Relations	1,350	7,802	19,065	11,263	40.9%
6616 Misc Fees & Expenses	1,116	9,502	13,460	3,958	70.6%
6625 Advertising	2,518	27,942	1,715	(26,227)	1,629.3%
6650 Data Processing	8,057	93,261	105,989	12,728	88.0%
6660 Mill Levy - County Admin Fees	8,209	59,875	130,151	70,276	46.0%
6675 Ergonomical Evaluations	0	1,333	1,168	(165)	114.1%
6680 Staff Hep B Shots	52	407	500	93	81.4%
6681 CBI Checks	435	3,334	4,890	1,556	68.2%
6689 In-kind Donations Expense	122	1,232	13,900	12,668	8.9%
6690 Contribution	0	17,897	21,000	3,103	85.2%
6695 Grants	50,000	50,000	600,000	550,000	8.3%
<b>Total Other Expense</b>	<b>72,432</b>	<b>273,158</b>	<b>913,288</b>	<b>640,130</b>	<b>29.9%</b>
<b>Direct Exp - Individuals in Svcs</b>					
7010 Supplies	3,234	36,174	35,280	(894)	102.5%
7017 Household Supplies	103	1,641	2,400	759	68.4%
7040 Recreational Services	43	151	1,200	1,049	12.6%
7045 Food & Personal Needs	621	6,857	9,600	2,743	71.4%
7057 Personal Assist - HHA's			2,400	2,400	0.0%
7060 Transportation			240	240	0.0%
7070 Family Direct Pmts	61,342	741,501	1,095,750	354,249	67.7%
7072 Family Training	650	13,662	16,250	2,588	84.1%
7073 Misc Indiv in Svc Needs	0	134		(134)	0.0%
7075 Direct Service Payments	202,948	1,896,944	2,418,000	521,056	78.5%
7079 Assistive Technology	7,756	120,607	179,100	58,493	67.3%
7081 Therapies	2,470	25,716	45,000	19,284	57.1%
7082 Medical Prof Services - Other	4,315	96,831	52,430	(44,401)	184.7%
7085 Craft Supplies	52	698	720	22	96.9%
7086 Women's Group	0	263		(263)	0.0%
7087 Men's Group	0	(130)		130	0.0%
<b>Total Direct Exp - Indiv in Svcs</b>	<b>283,537</b>	<b>2,941,050</b>	<b>3,858,370</b>	<b>917,320</b>	<b>76.2%</b>
<b>Unallowable Expenses</b>					
7310 Unallow - Mental Health	0	121,229	112,240	(8,989)	108.0%
7314 Unallow - Prof Svcs Other	0	11,744	9,600	(2,144)	122.3%
7320 Unallow - Provider Other	0	116	4,400	4,284	2.6%
7339 Unallow - Other	4,073	49,095	66,330	17,235	74.0%
<b>Total Unallowable Ex</b>	<b>4,073</b>	<b>182,185</b>	<b>192,570</b>	<b>10,385</b>	<b>94.6%</b>
<b>Other Program Related Expense</b>					
7450 Provider Training	805	5,659	11,650	5,991	48.6%
7460 Guardianship Expense	225	1,029	8,000	6,971	12.9%
<b>Total Other Program Related Expense</b>	<b>1,030</b>	<b>6,688</b>	<b>19,650</b>	<b>12,962</b>	<b>34.0%</b>
<b>Purchase of Service</b>					
7510 P/S Transportation Other	3,874	31,887	50,846	18,959	62.7%
7524... Program Approved Service Agencies	64,934	550,887	569,700	18,813	96.7%
<b>Total Purchase of Service</b>	<b>68,807</b>	<b>582,773</b>	<b>620,546</b>	<b>37,773</b>	<b>93.9%</b>
<b>TOTAL EXPENSES</b>	<b>1,628,226</b>	<b>15,119,049</b>	<b>20,002,175</b>	<b>4,883,126</b>	<b>75.6%</b>
<b>REVENUE OVER (UNDER) EXP</b>	<b>73,390</b>	<b>(709,278)</b>	<b>(2,831)</b>	<b>(706,447)</b>	<b>25,054.0%</b>

Proposed Slate of Officers  
April 2025

President-Steve Dandaneau  
Vice President-Chrissi Alvarado  
Secretary-Ron Charkowski  
Treasurer-Brittany Brown